

results obtained since then, and to decide in which direction to orient our efforts for the coming year. Sixteen months ago, at the time of the first meeting of our committee, your predecessor and I sketched out the path along which we should pursue our quest for new types of co-operation at different levels, in areas that were largely unexplored. It is only at the cost of sustained effort that we shall be able to profit from the magnificent opportunities provided by such a vast field.

Our first balance-sheet is modest but positive. Nevertheless, much as I did just over a year ago, I want to stress that at this stage, whether auditing the past or planning the future, we must focus our efforts on the most realistic areas where we can, in conjunction with the business community, pinpoint and then exploit new elements of co-operation. We must share knowledge about policies, development strategies, research programs, etc., so that we create a more conducive climate for entrepreneurs. Joint ventures, licensing arrangements, tripartite co-operation, shared research and co-ordinated marketing — these are the tangible and dynamic areas where we can promote initiatives by the private sector. Our contribution must be as catalysts in the creation of a climate propitious to successful and imaginative undertakings in such areas.

In this realm, the major development in 1977 from the Canadian point of view was the series of visits of our businessmen to the Community's headquarters in Brussels. In March, members of the Minister of Industry, Trade and Commerce's Advisory Board met with you and your colleagues to explore how the Canadian private sector could best co-operate with its Community counterpart; and one outcome was a second, rather different, mission to Brussels, in November, headed by my colleague the Minister of Industry, Trade and Commerce, involving 150 Canadians from across the country representing a wide range of economic sectors. These and other visits during the year have provided us with many practical recommendations, on which we shall draw in future.

Less visible, but in rapid succession, new forms of co-operation have been explored in fields as diverse as non-ferrous metals, aerospace, forest products, nuclear equipment, construction and information equipment. But there is sometimes confusion about what industrial co-operation means. With industry (and, on your side, with member states, and, on ours, with provincial governments), we have jointly begun to examine the nature of industrial organization in promising areas of interest to both of us. In so doing, we are not substituting for conventional promotional efforts or assistance already provided by governments within the Community and in Canada. Instead, we seek to identify specialized forms of co-operation of a longer-term character, such as joint ventures and the like, in which government involvement can play a stimulative role, bringing together marketing, engineering and design skills from both sides with a view to innovation in products and services, even on a world scale. This mating of interests and capabilities within the private sector and the co-ordination of government activity within and between our administrations should have a growing "multiplier effect".

In the year ahead, I hope that progress will be possible on our recent proposal to you

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